

INTEROFFICE CORRESPONDENCE  
Los Angeles Unified School District  
Information Technology Division

**TO:** Members, Board of Education  
Austin Beutner, Superintendent

**INFORMATIVE**  
**DATE:** April 23, 2019

**FROM:** Soheil Katal, Interim Chief Information Officer 

**SUBJECT: CONTRACTOR NAME: AVASANT, LLC**  
**CONTRACT NO.: 4400007263**  
**CONTRACT AMOUNT: \$230,000**  
**REQUEST FOR BOARD RATIFICATION – DISTRICT-WIDE CLOUD**  
**STRATEGY ROADMAP AND RECOMMENDATIONS**

***Introduction***

The Information Technology Division (ITD) is requesting Board-ratification of an agreement with Avasant, LLC for planning, analysis and development services. The resultant work product will be a strategy and roadmap to transition targeted IT services and systems to the Cloud, in situations that result in lower operational costs and increased IT efficiencies.

***Why is this necessary?***

The Cloud computing model is characterized by the contracting of computing services – IT infrastructure, software development, networking, etc. – over the Internet (“the Cloud”) to a Cloud service provider. The contracting organization usually pays only for cloud services used and on a subscription basis, resulting in lower operating costs, infrastructure efficiencies and increased flexibility in times of growth.

Furthermore, Cloud services include built-in business continuity and disaster recovery considerations, eliminating the need for the contracting organization to independently establish these requirements. This reduces on-going operational costs.

Avasant possesses technical expertise in the development of strategies and roadmaps for Cloud adoption and migration. The knowledge acquired under the proposed contract is not available through internal resources.

***Why do we need to do this now?***

The proposed contract will provide a strategy and roadmap to transition targeted IT services and systems to the Cloud. Without the recommendations, the District would not be able to maximize the benefits of adopting Cloud services which is paramount in light of recent and anticipated future budget cuts.

***What would happen if this were not approved?***

Without approval, the District will be without a comprehensive strategy and roadmap to migrate IT services and systems to the Cloud. This will result in higher on-going IT costs for the District.

***What are the terms of the proposed agreement?***

The proposed agreement is for a period one (1) year. The not-to-exceed amount is \$230,000, which will be funded 100% from General funds.

If you have any questions or require additional information, please contact me at Soheil.Katal@lausd.net or at (213) 241-4906.

c: David Holmquist  
Hilda Maldonado  
Pedro Salcido  
Mary Lu Camacho  
Anthony Aguilar  
Jefferson Crain

INTEROFFICE CORRESPONDENCE  
Los Angeles Unified School District  
Information Technology Division

**TO:** Members, Board of Education  
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**INFORMATIVE**  
**DATE:** April 23, 2019

**FROM:** Soheil Katal, Interim Chief Information Officer 

**SUBJECT: CONTRACTOR NAME: VARIOUS  
CONTRACT NO.: VARIOUS  
CONTRACT AMOUNT: \$5,000,000  
REQUEST FOR BOARD APPROVAL – IMPLEMENTATION OF  
MASTER SERVICES/BENCH FOR CLOUD SERVICES**

***Introduction***

The Information Technology Division (ITD) is requesting Board approval of master service agreements (MSA) / bench contracts for Cloud Service solutions. The MSAs will provide the District with a means of transitioning targeted IT services and systems to the Cloud, in situations that result in lower operational costs and increased IT efficiencies.

***Why is this necessary?***

The Cloud computing model is characterized by the contracting of computing services – IT infrastructure, software development, networking, etc. – over the Internet (“the Cloud”) to a Cloud service provider. The contracting organization usually pays only for cloud services used and on a subscription basis, resulting in lower operating costs, infrastructure efficiencies and increased flexibility in times of growth. Furthermore, Cloud services include built-in business continuity and disaster recovery considerations, eliminating the need for the contracting organization to independently establish these requirements. This reduces on-going operational costs.

Under a separate contract, a firm has been engaged to develop a Cloud Strategy and roadmap for Cloud adoption and migration. The services acquired under this proposed MSA/bench will provide the means for implementing the Cloud Strategy. MSA service areas include:

- Cloud Migration Services – The technical services required to move on-premise application(s) to a virtual, Cloud platform. This includes transition/allocation/set-up of hardware, code, interfaces, etc.
- Cloud Hosting Services – The platform or virtual services providers on which District applications will reside in the Cloud. Hosting environments include, Amazon Web Services (AWS), Microsoft Azure, and Oracle and Google Cloud Platforms (GCP).
- Managed Services – The full, end-to-end management and support of the District applications in the Cloud

***Why do we need to do this now?***

As stated above, the MSAs will provide the means for implementing the Cloud Strategy.

***What would happen if this were not approved?***

If not approved, the resources needed to fully implement the Cloud Strategy will not be available. The District will forfeit potential operational cost savings, infrastructure efficiencies and increased flexibility.

***What are the terms of the proposed agreement?***

The proposed agreements are for a period of three (3) years with two (2) one-year options. Funding source will be from various sources, including Bond and General Funds. Please note that any work leveraging the MSA will have received funding review and approval prior to the use of the MSA. A MSA is purely a procurement vehicle. ITD may request additional capacity increases in the future, if additional projects are approved and funded.

This MSA was established through a formal Request for Proposal (RFP) process. A list of pre-qualified, proposed MSA Cloud Service providers is attached.

If you have any questions or require additional information, please contact me at [Soheil.Katal@lausd.net](mailto:Soheil.Katal@lausd.net) or at (213) 241-4906.

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## LIST OF MSA/BENCH CLOUD SERVICE PROVIDERS

	NAME	SERVICES	CLOUD PLATFORM
1.	Arisant, LLC	Hosting services, Migration services and Managed services	Oracle Cloud
2.	California Creative Solutions, Inc. (CCS Global Tech)	Migration services and Managed services	Amazon Web Services Microsoft Azure Google Cloud Platform
3.	CDW Government LLC	Hosting services	Microsoft Azure Amazon Web Services
4.	Chakrabarti Management Consultancy, Inc. (CMCI)	Migration services	N/A
5.	Fishbowl Solutions, Inc.	Hosting services	Oracle Cloud
6.	Infiniti Consulting Group, LLC	Hosting services, Migration services and Managed services	Amazon Web Services
7.	Infosys Limited	Hosting services, Migration services and Managed services	Amazon Web Services Microsoft Azure Google Cloud Platform Oracle Cloud
8.	Microsoft Corporation	Hosting services, Migration services and Managed services	Microsoft Azure
9.	Mythics, Inc.	Hosting services and Migration services	Oracle Cloud